



January 7, 2011

Congresswoman Betty McCollum
1714 Longworth HOB
Washington, DC 20515

Dear Congresswoman McCollum:

Thank you for your tireless support for health care reform and your willingness to advocate on behalf of the high-quality care delivered by Fairview Health Services and other Minnesota providers.

On behalf of Fairview and our full continuum of care services, I am writing to express our opposition to legislation that would repeal the Patient Protection and Affordable Care Act (ACA). The ACA is not a perfect piece of legislation. However, repealing the law would put us back on our previous unsustainable course. The ACA contains some significant reforms, including the potential for government programs to pay for care that incents and rewards *value*.

Fairview is actively working to deliver value by reducing the total cost of care, improving care and providing a better patient experience. We have redesigned our primary care model to put patients at the center of the care experience. We're rolling out new staff, processes and technology to better manage care transitions.

In 2009 and 2010, Fairview negotiated new commercial insurance contracts—with major Minnesota insurers—that reward value through shared savings components. It is vital that government programs move to new payment methods that also incent and reward value. Some provisions within the ACA—particularly the Medicare Accountable Care Organization language—hold the potential for this to occur.

While the ACA has its flaws, we believe the ACA provides a solid base to give Fairview and other providers important tools to further improve the quality and delivery of patient care. And we would be honored to work with you to address concerns within ACA while protecting reforms within the law.

Sincerely,

Mark A. Eustis
President and CEO
Fairview Health Services
Minneapolis, MN